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Top Skills

Business Relationship Management
Account Management
New Business Opportunities

Paramesh Kanna

Looking forward to Remote Business Development Opportunities
India

Summary

A Sales Enthusiast, with over 7 years of experience in the tech industry, I'm a passionate professional at the cutting edge of Blockchain, AI, Supply Chain, and On-demand solutions and with a vast experience both in the Product and Service Industry. I've empowered 50+ businesses with innovative products and strategies to tackle industry challenges and achieve success.

Whether you're launching a startup or looking to grow an established company, I'm here to elevate your business to new heights. My expertise lies in forging strategic partnerships and uncovering new revenue streams for organizations.

Experience

Contus Tech

Senior Lead - Business Development

April 2024 - September 2024 (6 months)

Chennai, Tamil Nadu, India

Key Focus on sales innovations, strategic business development, and the profitability of the company through new client acquisitions in SaaS & SaaS environments through products such as VPlayed (OTT Platform) & MirrorFly.

Sparkout Tech Solutions Inc.

2 years 11 months

Vice President - Business Development

May 2023 - March 2024 (11 months)

Coimbatore, Tamil Nadu, India

Guiding, directing and working on Business Development strategies, that helps the organization immensely to focus on the pre-defined goals.

Contributing to sales innovations, strategic business development, and the profitability of the company by building healthy relationships with the clients & partners. Evaluating the existing partnerships and sales efforts with an

eye toward building on what works and changing what doesn't for the overall growth of the organization.

Head of Dispatch and Delivery Solutions

November 2022 - June 2023 (8 months)

Coimbatore, Tamil Nadu, India

As the Head of Dispatch and Delivery Solutions, I aim to provide support to clients in the industries like ecommerce, logistics, supply chain be it an on-demand delivery, last mile etc to ensure their dispatch and delivery is covered with the help of our platform and dispatch solutions.

Senior Analyst - Business Development

May 2021 - November 2022 (1 year 7 months)

Coimbatore, Tamil Nadu, India

As a leader of Business Development team, I am glad to provide web and mobile application development services for global clients. I help clients with the development of products and services through requirement analysis and providing the best solutions and support that are available in the current market.

BlockchainX

2 years 11 months

Vice President - Business Development

May 2023 - March 2024 (11 months)

Coimbatore, Tamil Nadu, India

Guiding, directing and working on Business Development strategies, that helps the web3 start ups and crypto projects immensely to focus on the pre-defined goals.

Contributing to sales innovations, strategic business development, and the profitability of the company by building healthy relationships with the clients & partners. Evaluating the existing partnerships and sales efforts with an eye toward building on what works and changing what doesn't for the overall growth of the organization.

Head of NFT and Metaverse

November 2022 - June 2023 (8 months)

Coimbatore, Tamil Nadu, India

Aim to help companies that would like to explore more about NFTs and see how Metaverse's digital experiences, the so called replica of the real world, along with its key civilizational aspects like social interactions, currency, trade,

economy, and property ownership can help businesses move towards the web3 space.

Blockchain Consultant Lead

May 2021 - November 2022 (1 year 7 months)

Coimbatore, Tamil Nadu, India

As a leader of Business Development team, I am glad to provide Enterprise Blockchain consultancy for global clients, help clients with the development of products and services in the Blockchain & Crypto space by coordinating with cross functional teams in terms of analysis and support.

If you have a business idea in the web3 space, feel free to reach me to get the best consultancy support as well as we help you realize your ideas go live!!!

TransGenie

Vice President - Business Development

May 2023 - March 2024 (11 months)

Coimbatore, Tamil Nadu, India

TransGenie, is a modular supply chain solution that can cater to a wide range of industrial use cases like on-demand, Q-commerce, Last mile delivery, Product Traceability.

Cyphershield

Vice President - Business Development

June 2021 - March 2024 (2 years 10 months)

Coimbatore, Tamil Nadu, India

We collaborate with crypto projects and startups, big and small, that want to create great products for the community. Our goal is to make crypto mainstream and legit by providing security audit services that make sure your smart contracts are safe to use

POFI TECHNOLOGIES PVT LTD

Senior Business Development Executive

October 2019 - April 2021 (1 year 7 months)

Coimbatore, Tamil Nadu, India

I am responsible for driving growth and expanding our presence across international markets. I focus on our diverse suite of products, including eCommerce, rental platforms, hospitality solutions, and food and grocery delivery systems.

In this role, I manage product demonstrations, showcase our innovative solutions to potential clients worldwide, and ensure alignment with their needs. I also play a key role in internal decision-making processes, particularly related to CRM systems, and oversee the training and development of interns to support our business objectives.

My expertise lies in crafting tailored strategies that resonate with international clients, optimizing internal operations, and fostering a collaborative environment to drive success. I am committed to delivering exceptional value and advancing POFI Technologies' mission to provide top-notch solutions in a dynamic global landscape.

Trinetra Wireless

Senior Business Development Consultant

January 2019 - September 2019 (9 months)

Coimbatore, Tamil Nadu, India

I specialize in driving growth and building strategic partnerships within the global market. My focus areas include networking, partner acquisition, and delivering tailored solutions for fleet management and field force management.

At Trinetra Wireless, I lead initiatives to expand our network, forge valuable partnerships, and enhance our client relationships. My role involves engaging with end clients to understand their unique needs, providing innovative solutions, and ensuring our offerings effectively address their challenges.

I develop and execute strategies that support global expansion and optimize fleet and field force management. I am dedicated to leveraging Trinetra Wireless's cutting-edge technologies to deliver exceptional value and drive success in a competitive landscape.

NDOT Technologies

Business Development Executive

February 2017 - January 2019 (2 years)

Coimbatore, Tamil Nadu, India

As a dedicated professional at NDOT Technologies, I specialize in driving success for our innovative SaaS and SaaS platforms, including Taximobility and TagMyTaxi.

At NDOT Technologies, I manage and optimize our cutting-edge SaaS platform, Taximobility—a robust solution designed to revolutionize the taxi and

mobility industry with seamless features and advanced functionality. My role involves ensuring the platform's performance, implementing enhancements, and delivering exceptional value to our clients.

In addition, I oversee TagMyTaxi, our dynamic SaaS platform that provides superior taxi management solutions. I am responsible for streamlining operations, fostering client relationships, and driving continuous improvements to meet the evolving needs of the transportation sector.

My mission is to harness the power of technology to enhance operational efficiency and create impactful solutions for our clients. Whether through strategic planning, product development, or client support, I am committed to helping NDOT Technologies and its clients achieve excellence in the mobility space.

Education

Coimbatore Institute of Engineering and Technology (Official Page)
Master of Business Administration, Marketing/ Finance · (2015 - 2017)